

100

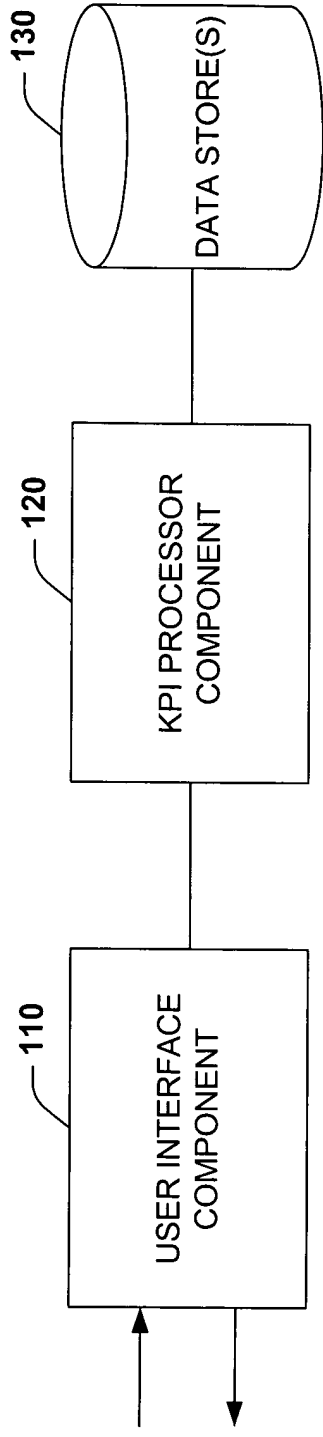


Fig. 1

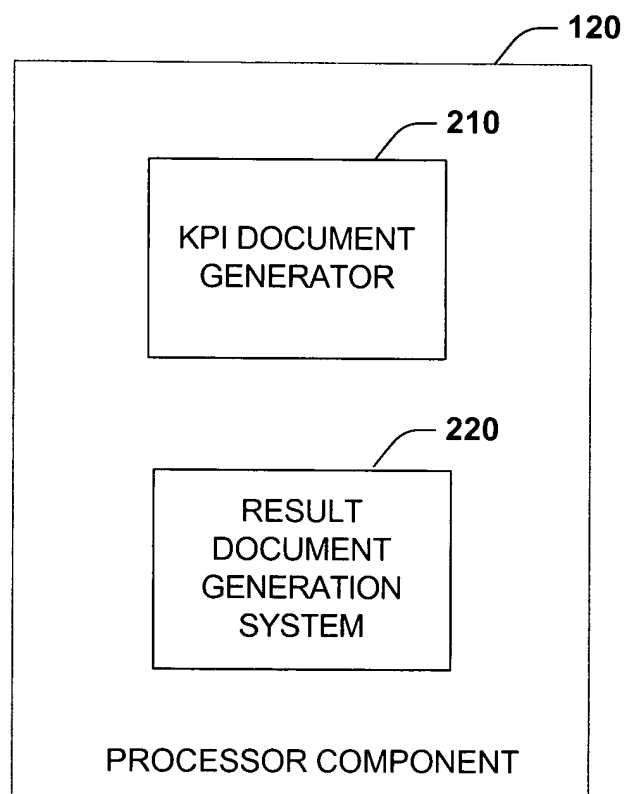


Fig. 2

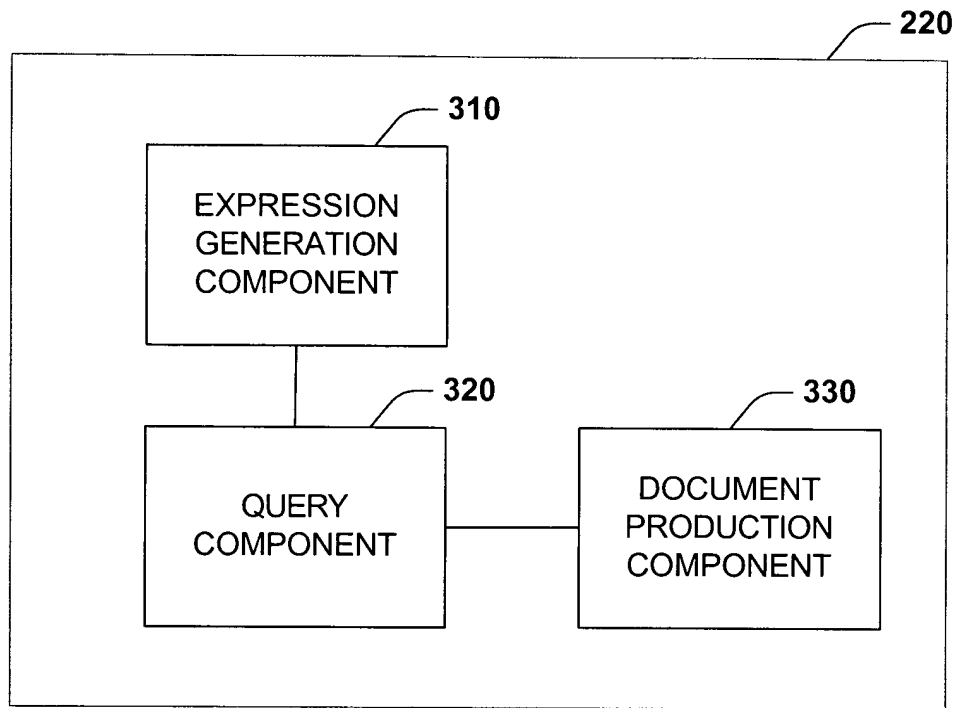


Fig. 3

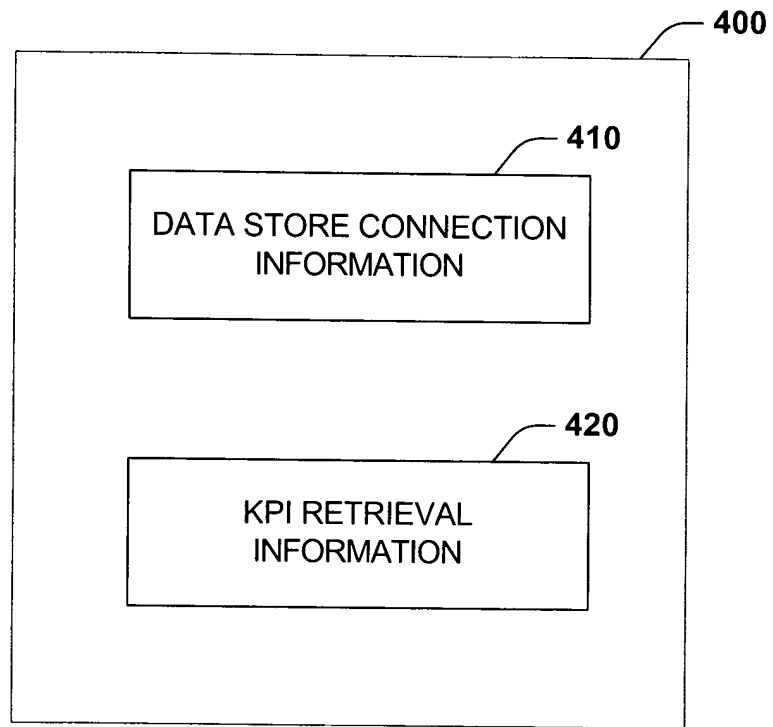


Fig. 4

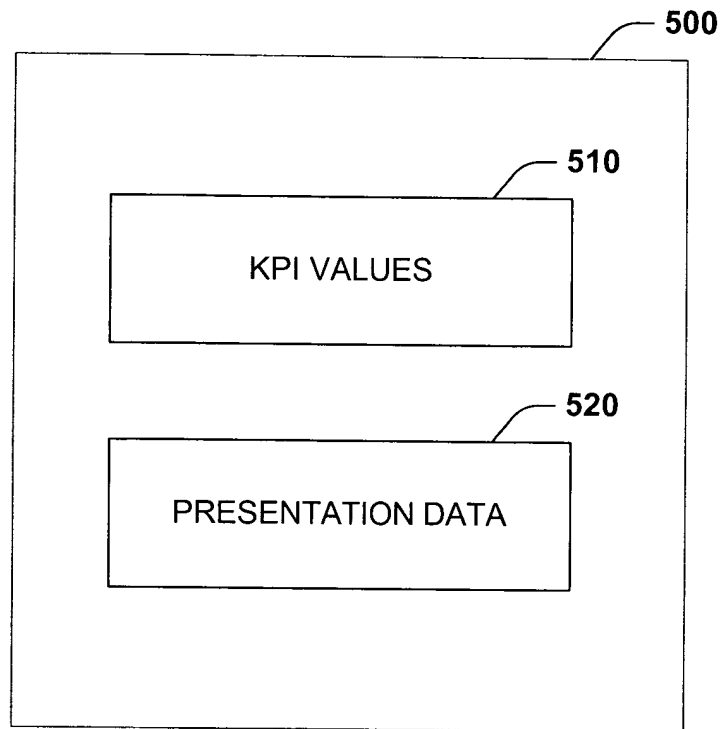


Fig. 5

600

Dimension	Hierarchy	Operator	Based On	Filter Expression
Customer	City	Equal		
Employee	Employees	Equal		
Geography	Geography	Not Equal		Australia
<Select Dimension>				

Display Structure	Value	Goal	Status	Trend	Weight
Financial Perspective	630				
Operational Efficiency					670
Operating Profit	2457930.81	2703540.49		↑	
Operating Expense	201832.1	185614.89		↓	
Profitability					650
Gross Margin	2256098.72	2476677.85		↑	
Gross Profit Margin	30.89%	35		↑	
FY04 Revenue	949494.44	878187.47		↑	
Revenue					660
FY04 Sales Target	767644.18	57193819.32		↑	1.5
Human Resources					
Staffing					
FY04 Sales Headcount	64	68.9		→	.80
Supply Chain					
Minimize Supplier Expense					
Freight Expense	1228679.07	857052.71		↓	.65

610

Fig. 6

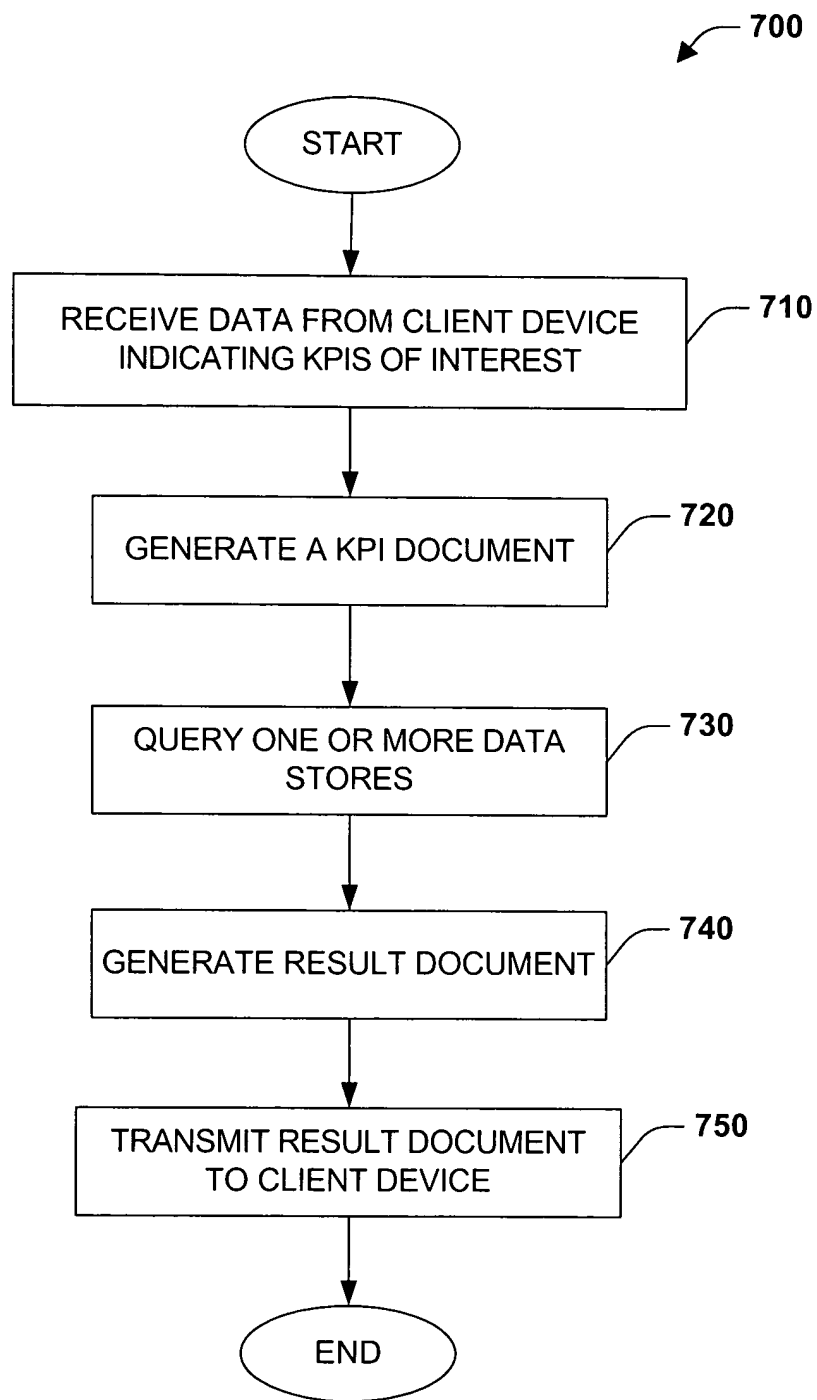


Fig. 7

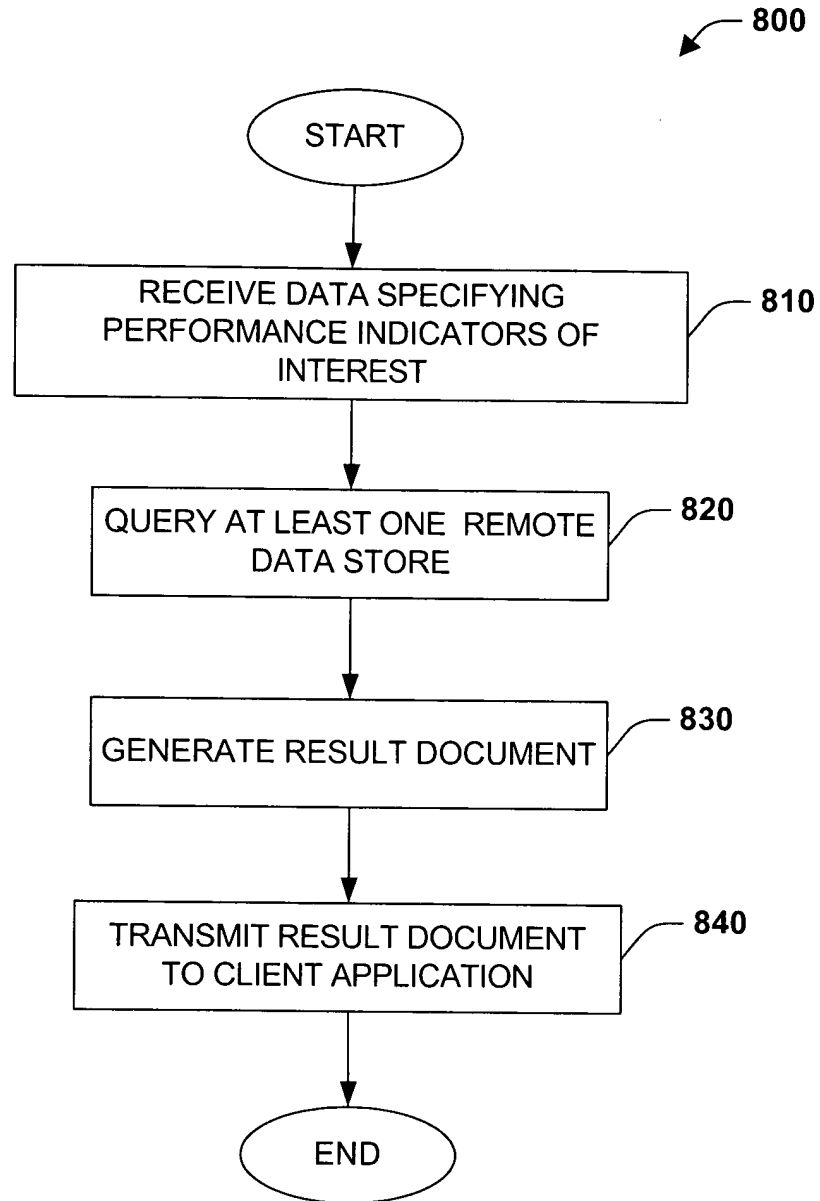


Fig. 8

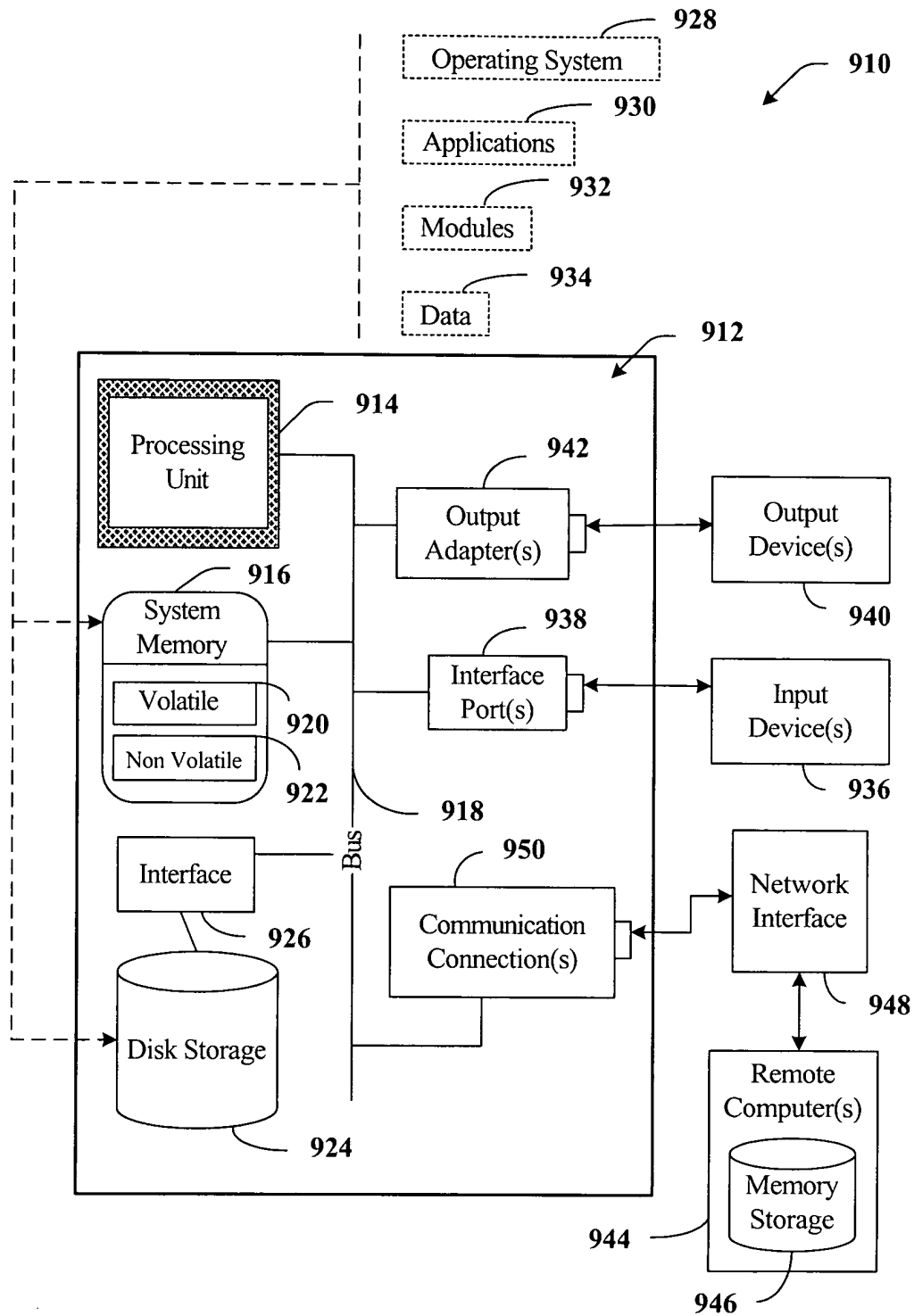


Fig. 9

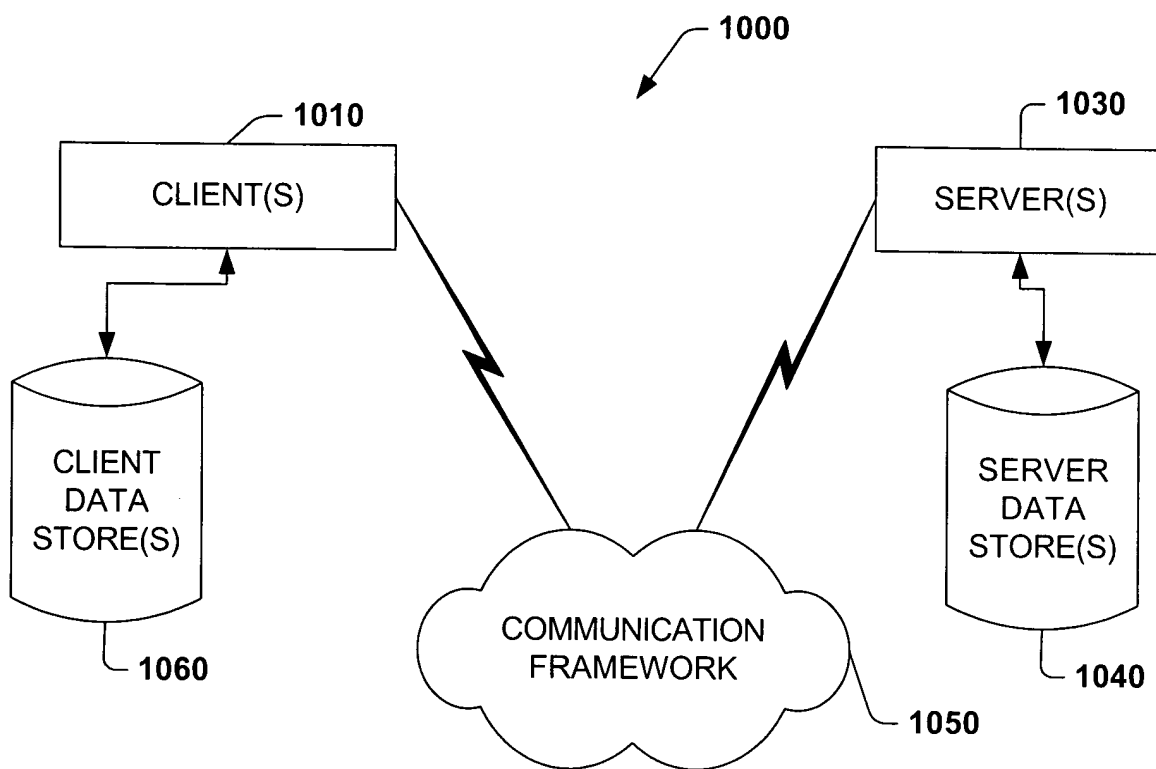


Fig. 10